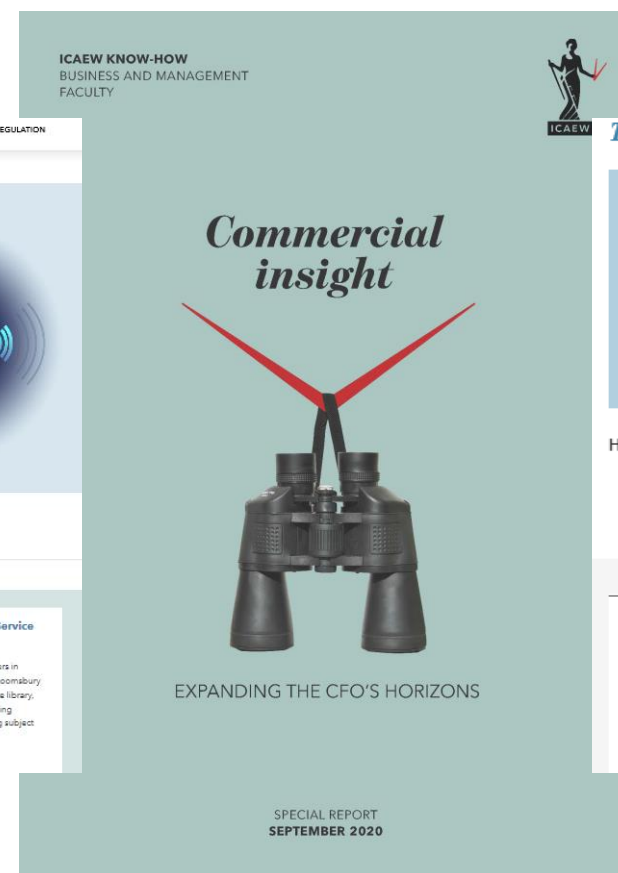
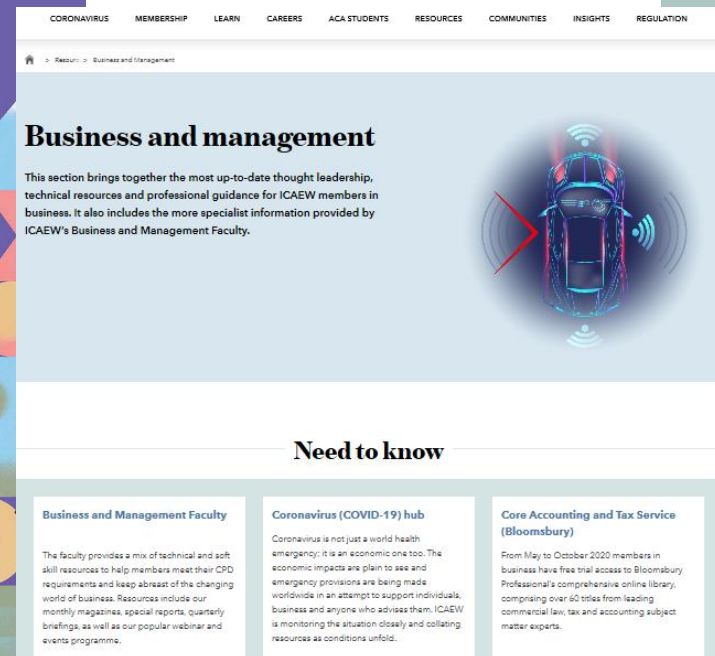




***Are your procurement  
activities really adding  
value in 2021 and  
beyond?***

NICK WILDGOOSE AND NIGEL MIERS

# Business and Management Faculty



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## *Today's presenters*



*Nick Wildgoose*



*Nigel Miers*

# Adding Value through Procurement 2021 and beyond

Nick Wildgoose:- Director, Procurement Advantage

Nigel Miers:- Director, Procurement Advantage

# Your Challenge

- Your objective is to drive your business performance and growth
- Your wish maybe to be a great business partner focused on strategic activity
- You are often asked to provide management information and lead risk management across the business

Procurement always seems to be the next prioritised item on the list,  
that you never get to!!

# How do you rate?



## Procurement Healthcheck

|                                                                                                                                           |        |
|-------------------------------------------------------------------------------------------------------------------------------------------|--------|
| Have you analysed what you spend with 3 <sup>rd</sup> parties, with relevant spend breakdown?                                             | Yes/No |
| Have you modelled the impact of a relevant 10% improvement in your third party expenditure?                                               | Yes/No |
| Have you got up to date contracts and service level agreements in place for your critical suppliers– that meet your business requirements | Yes/No |
| Do you know who your critical suppliers are and how much a failure would have on your businesses profile?                                 | Yes/No |
| Are your critical suppliers and supply chain a standard item of discussion at your executive team meetings?                               | Yes/No |
| Do you monitor your suppliers in terms of financial stability and external news updates?                                                  | Yes/No |
| Are you tracking critical suppliers delivery, quality and costs against contract terms?                                                   | Yes/No |
| Do you understand how your suppliers view you as a customer?                                                                              | Yes/No |
| Have you benchmarked your spend in higher spending areas in the last year?                                                                | Yes/No |
| Do you meet with your critical suppliers at least once a quarter to discuss performance, risk, CSR and innovation?                        | Yes/No |

### Score

8-10 – Your Procurement activities are probably effective

5-7 – Room for improvement

3-4 – Prioritised action required

1-2 – Good luck

# Why is procurement important?

- Without your key suppliers you do not have a value proposition to offer to your customers
- Typically 30 -70% of costs are driven by third parties
- Selecting the wrong suppliers can have a significant impact on your performance, reputation, and hence brand value

# Procurement supporting profit improvement



Using Procurement best practice:  
Profit Improvement can be supported  
to meet your business objectives

For a £10M Revenue company  
good procurement practice can  
deliver £300K in value even using  
conservative assumptions.



# Procurement can drive financial results and increasing company value



## 1. Maximisation of EBITDA

- a) Overhead cost reduction
- b) Margin improvement
- c) Scalability

## 2. Multiplier enhancement

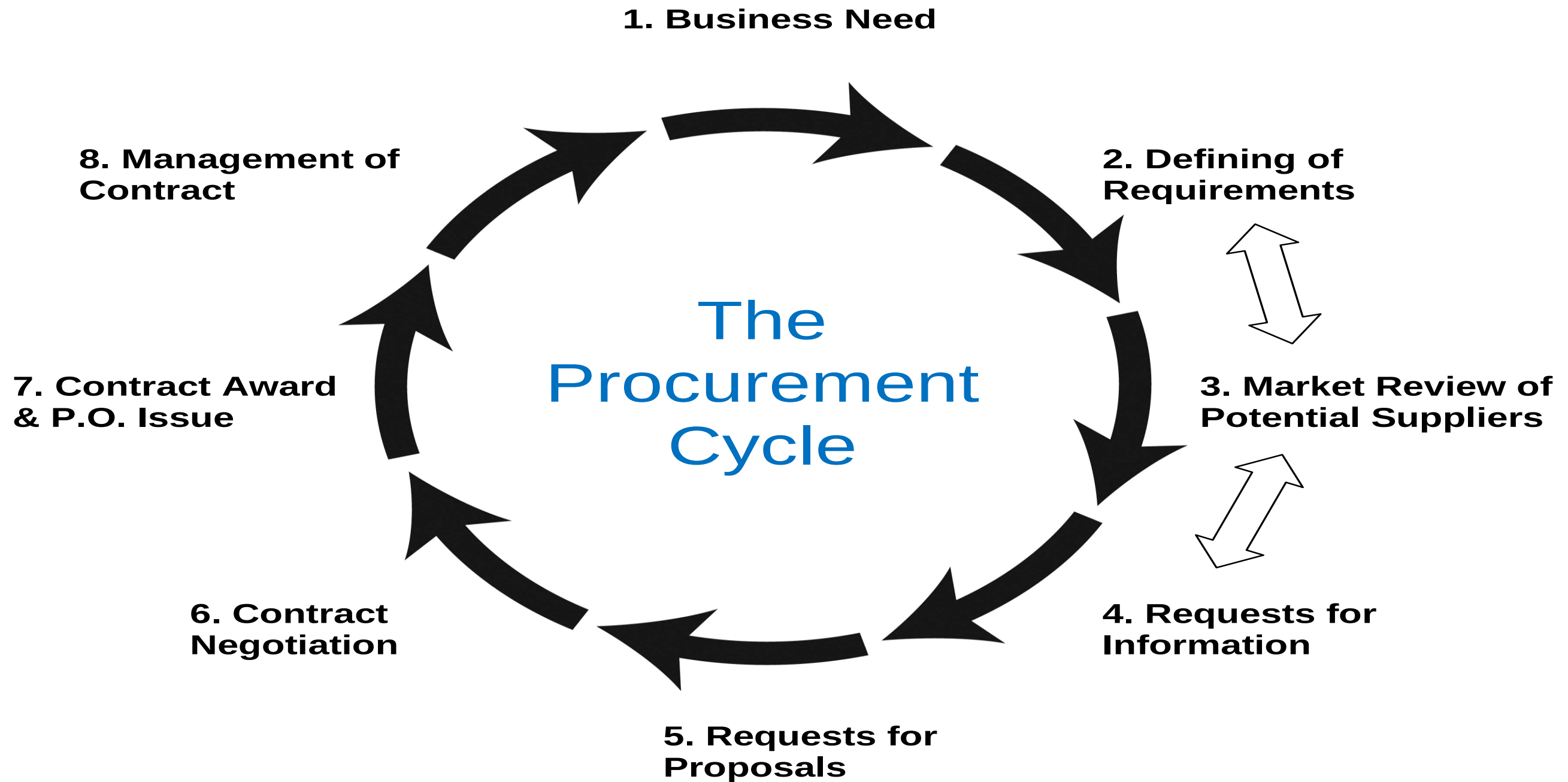
- a) ESG standards
- b) Freeing management time
- c) Technology and capacity

## 3. Due diligence

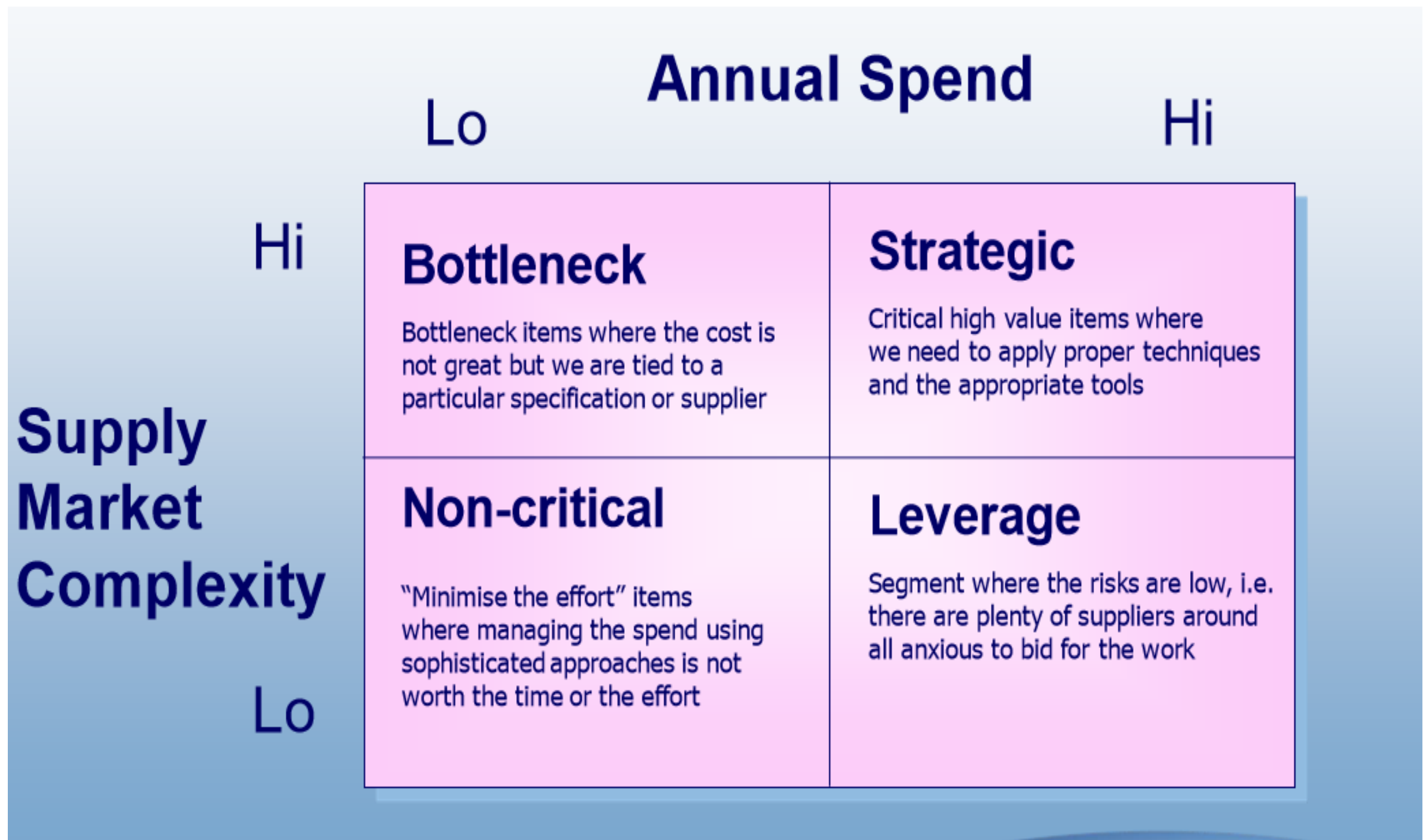
- a) Financial stability/risk management
- b) Business continuity
- c) Supplier contracts

$$\text{EBITDA} * \text{Multiplier} = \text{Company Value}$$

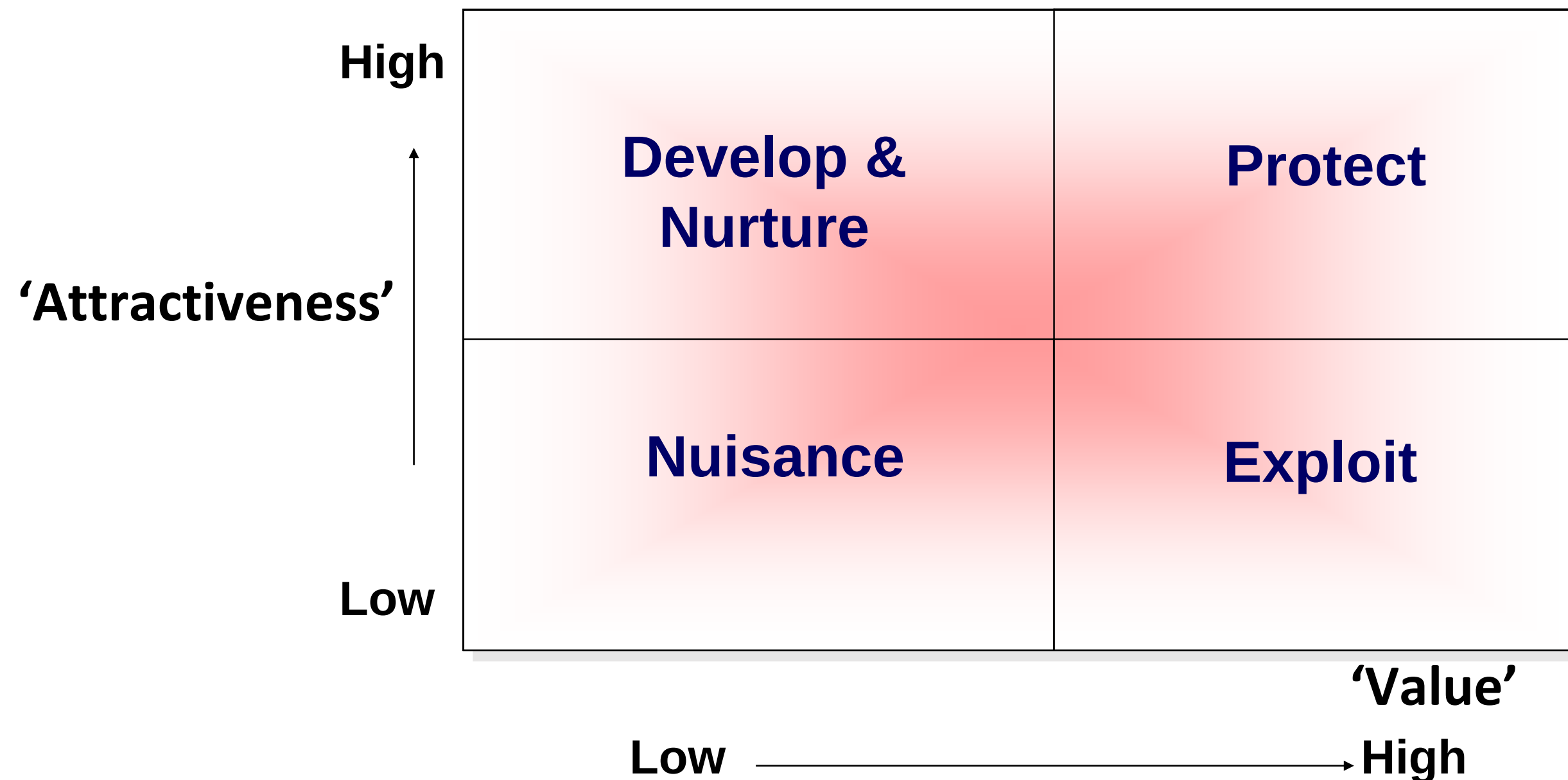
# Procurement Cycle



# Importance of supplier selection and segmentation



# Do your suppliers see you as the customer of choice?



# Your Suppliers can have significant impact on your business



Profitability

Innovation/  
Reputation

Governance

Risk Management

# Understanding the complexities of your service requirements and associated risks



# Case Study of Procurement Value: Telecoms

| Spend/Savings           | Value/Saves 1 Year | Value/Saves 5 Years |
|-------------------------|--------------------|---------------------|
| Current Spend           | £190,369.68        | £951,848.40         |
| New Spend with Provider | £110,991.24        | £554,956.20         |
| Saving with Provider    | £79,378.44         | £396,892.20         |
| % Saving                | 41.7%              | 41.7%               |

# Are your critical suppliers aligned to protect your business objective?



It is important suppliers are all working from the same score to deliver your optimum performance

# Procurement Role in Risk, ESG, and Cyber

Businesses are increasingly expected to consider suppliers and supply chain:

- UK Modern Slavery Act
- Understanding your carbon footprint including your supply chain
- Protection against reputational damage
- Cyber attack

Appropriate due diligence is time consuming and difficult without appropriate support

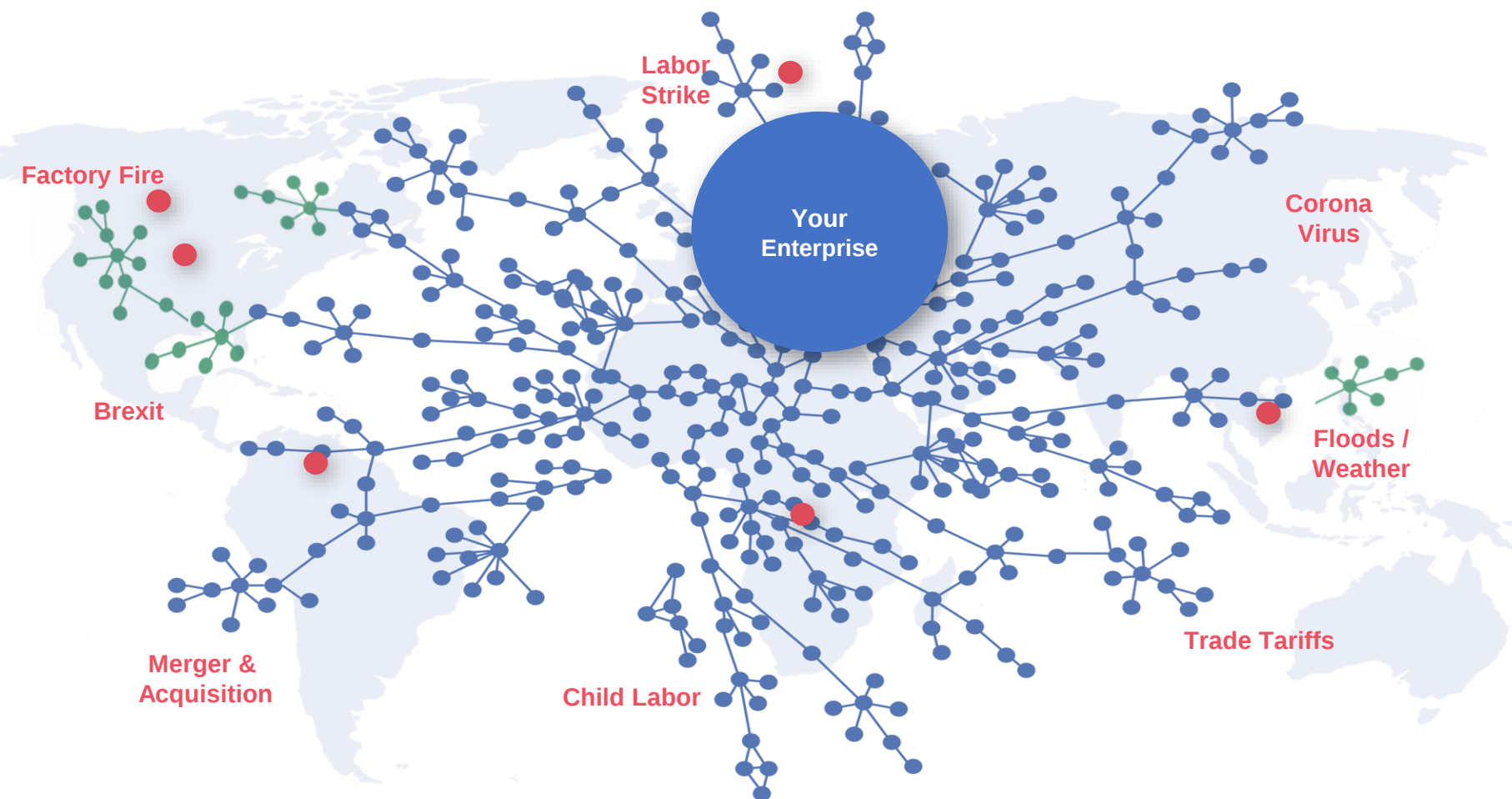
# Supplier Innovation:- Protecting your business from cyber attack

## How does it work

RansomCare will detect and stop ransomware attacks, even when the malware has bypassed all your existing endpoint protection and other prevention or behavioural security tools. It is a vital element of your overall defence strategy, providing critical security defence for a small portion of your available security budget.

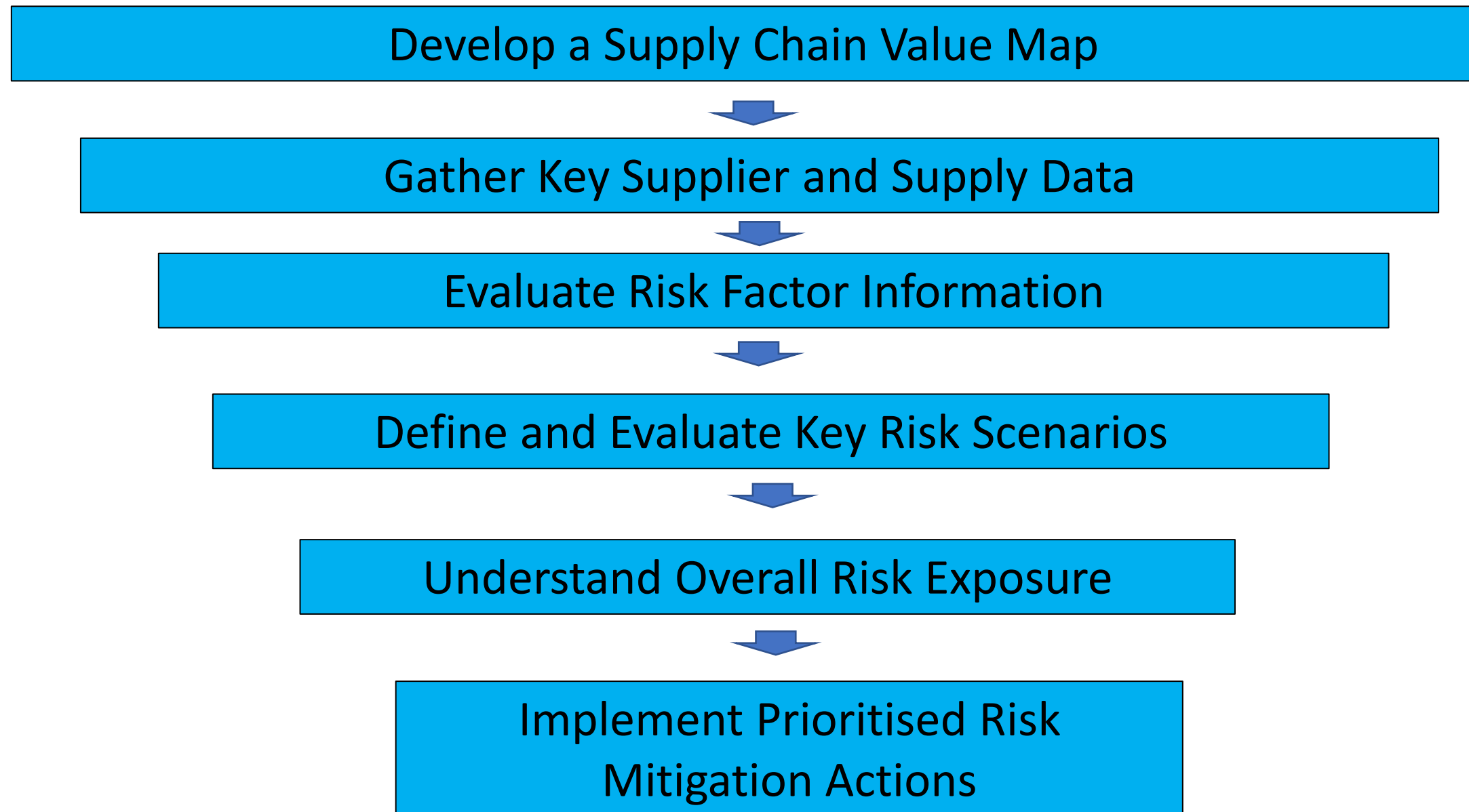


# Supply Chains Are Increasingly Complex, Global & Vulnerable



Risk tend to increase in the lower tiers of the supply chain , but they are less well understood.

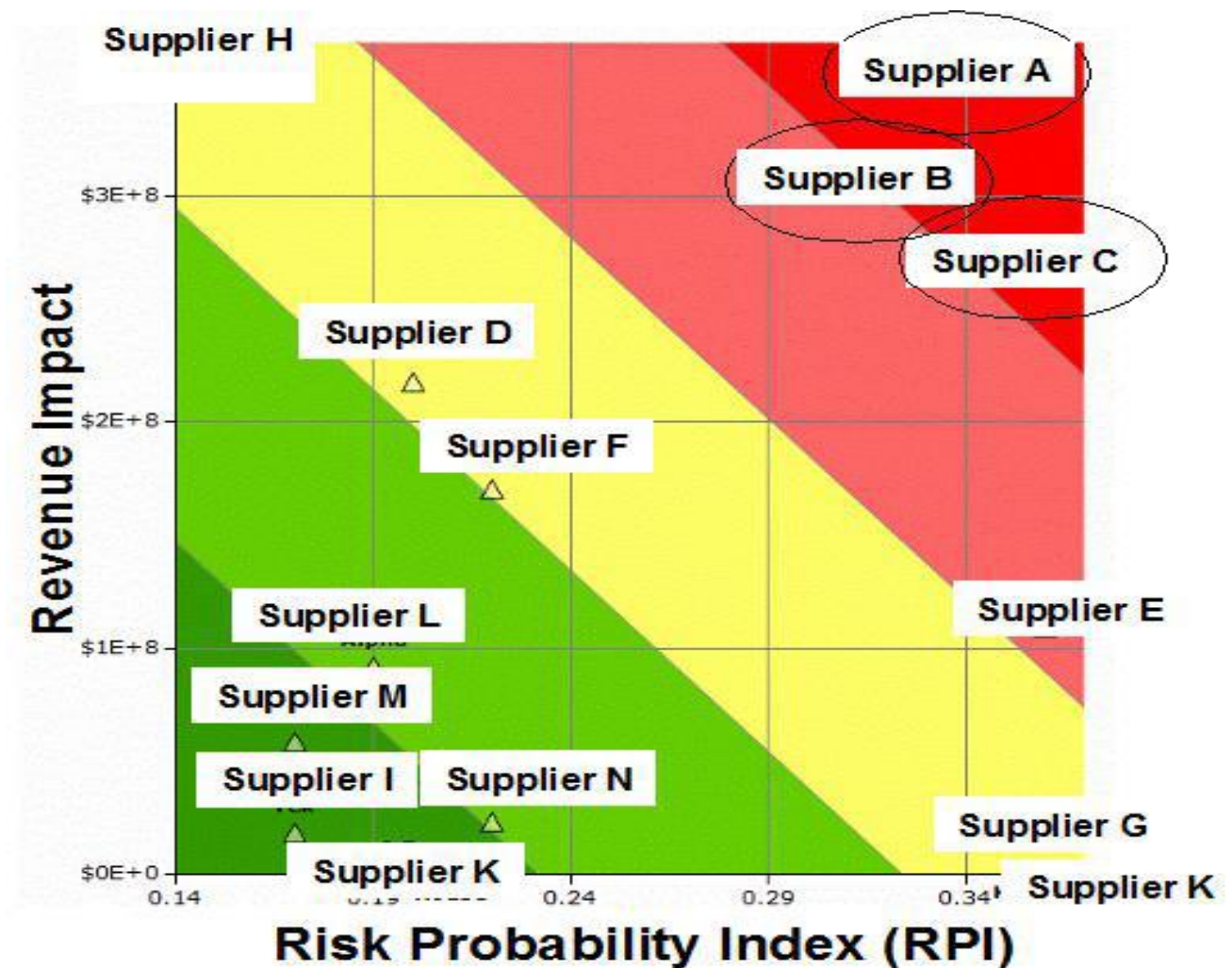
# Supply Chain Risk Assessment Journey



# Simple Supplier Risk Scoring

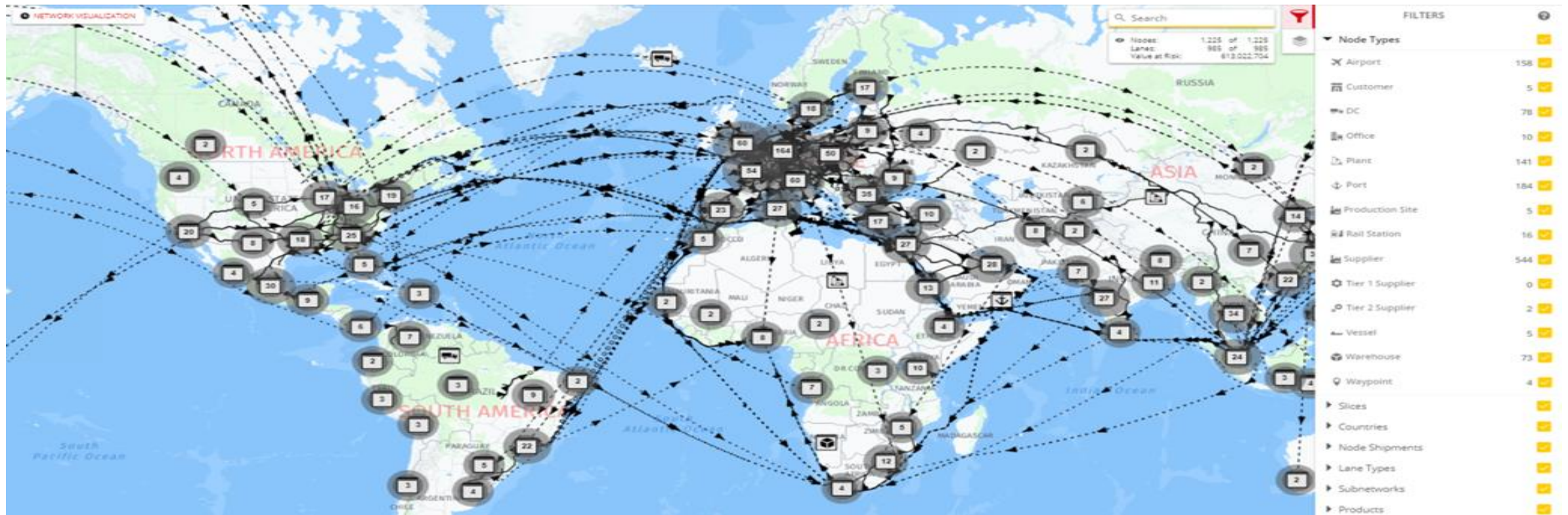
Based on risk factor evaluation:

- Relationship
- Quality management
- Risk management
- Business continuity
- Labour and skills
- Operations/Delivery
- Physical environment
- Raw materials and suppliers



Identify suppliers that pose a risk to your business

# Data and Technology Solutions: Increased move to Digital Supply Chain

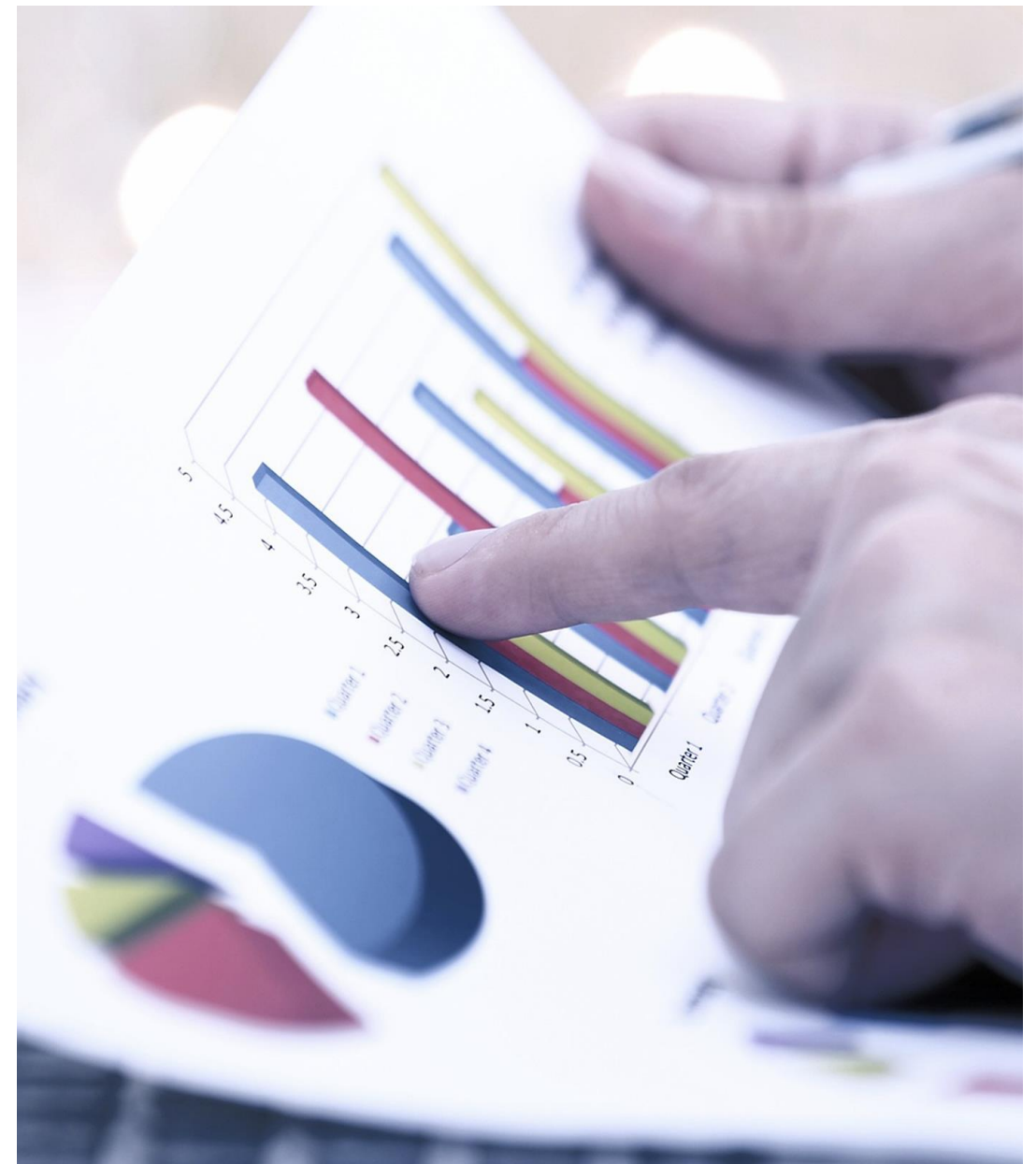


DHL Resilience360

- Sourcing and supplier validation
- Supplier management
- Procure to pay
- Supply Chain Risk Management

# Finance Supporting Procurement activities

- Supporting procurement activities helps control costs ,support revenue generation, and protect reputation
- Setting right procurement measures around adding value
- Supporting total cost understanding
- Managing risk
- Sponsoring procurement activity across the business



# Good Procurement Practices are:- Efficient. Effective. Expert.



## **Efficient**

Streamlined procurement services saves businesses time by avoiding long procurement cycles and deliver results to the bottom line faster

## **Effective**

Adds value to the businesses by lowering total costs of ownership, bringing innovation and managing risk

## **Expert**

Professional procurement drives enhanced value creation

# The Procurement Opportunity

- Procurement can be a key business performance value enhancer
- Getting it wrong can damage your business
- Good procurement drives innovation in supply chain
- Outsourcing procurement and technology solutions can add value



# Potential Next Steps

- Carry out a Procurement Health check and understand areas for improvement
- As a strategic priority ensure your management team understand the importance of critical suppliers to your business performance
- Enable procurement to help protect cashflow and improve business performance





## Contact

If you would like to learn more please contact:

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For more information visit our website:

<https://www.procurementadvantage.co.uk/>

# Upcoming BAM webinars

## 60 minute webinars – 10.00am

*Future proof your organization – an internal audit approach to operational resilience*

11 March

*Digital downtime*

16 March

*Modern slavery: how to prepare a s54 statement*

17 March

*Using scenario planning to navigate uncertainty*

14 April

*Business resilience*

27 April

*Skills to future proof your career*

5 May

*Economic update*

9 June

## 20 minute webinars – 12.30pm

*Motivating your team: A three-pronged approach*

24 March

*Data valuation: the key to more value creation*

26 April

*Managing bribery and corruption in a downturn*

12 May

*Why You? 101 job interview questions you'll never fear again*

21 September

## Online learning – 10am

*Get the job you want*

14 September

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***Thank you for attending***

***Contact the Business & Management Faculty***

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***Upcoming Business & Management webinars***

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